III. ENROLLING A LOAN

A. Overview

Lenders must **submit** to CalCAP the following forms and documentation with each loan enrollment request:



Loans over \$500,000 must be pre-qualified by CalCAP **prior** to the lender enrolling the loan in the program.

	CalCAP SB
Required	
1. CalCAP Small Business Loan Enrollment Application	.1
**http://www.treasurer.ca.gov/cpcfa/calcap/sb/enrollment.pdf	√
2. Borrower Certification	.1
** http://www.treasurer.ca.gov/cpcfa/calcap/sb/certification.pdf	V
3. Proof of Borrower and Lender Premium Deposit	V
4. NAICS Print-Out	ما
** http://www.census.gov/eos/www/naics/	√
5. Borrower Privacy Notice	ما
** http://www.treasurer.ca.gov/cpcfa/calcap/forms/privacy.pdf	√
If Applicable	
4. Appraisal or other reputable documentation of the property value – only for commercial real estate loans	√
5. Print-out of web page showing borrower is located in Severely Affected Community (SAC), if applicable:	
Fligh Unemployment Area: http://www.labormarketinfo.edd.ca.gov/Content.asp?pageid=1003	√
Enterprise Zone: http://www.hcd.ca.gov/fa/ez/enterprise/newmap.html	
6. CalRecycle Authorization – only for borrower fees paid by CalRecycle (form must be	
authorized by CIWMB)	√
http://www.treasurer.ca.gov/cpcfa/calcap/sb/calrecycle.pdf	
7. CalCAP Small Business "Borrower Agreement to Pay Lender Fee" form – only for applications where the borrower is paying both the lender and borrower premium	V
** http://www.treasurer.ca.gov/cpcfa/calcap/sb/fees.pdf	
8. CalCAP Small Business "Prequalification Form" – only if regular CalCAP SB loan is \$500,000 or more	V
http://www.treasurer.ca.gov/cpcfa/calcap/sb/enrollment.pdf	



CalCAP SB loan enrollment applications must be **received** at CalCAP within **15 business days of the "Date of First Disbursement" (Date of Loan)** by email, fax, or regular mail:

CalCAP@Treasurer.ca.gov

(916) 589-2805

CPCFA/CalCAP SB 915 Capitol Mall, Room 457 Sacramento, CA 95814

B.CalCAP Small Business Loan Enrollment

Before submitting a CalCAP SB loan enrollment application, lenders should ensure the following pertinent documentation is fully completed:

Required

- ✓ CalCAP SB Loan Enrollment Application
- ✓ NAICS Print-Out
- ✓ Proof of Premium Deposit by lender and borrower
- ✓ Borrower Certification

If Applicable

- √ Commercial Property Appraisal
- √ Severely Affected Community Information
- ✓ CalRecycle Authorization
- ✓ Borrower Agreement to Pay Lender Fee



In addition, CalCAP regulations require lenders to obtain various assurances from the borrower related to the eligibility of the borrower's business and purpose of the loan proceeds. Further, pursuant to the California Information Practices Act of 1977 (Civil Code Section 1798.17), lenders are to provide the borrower with a copy of the privacy notice disclosing borrower data collected by lenders on behalf of CalCAP.

While CalCAP does not prescribe a standard format for the borrower certification and privacy notice, examples of those documents can be found in Chapter VII of this manual and on CalCAP's website at:

- ✓ Borrower Certification for Small Business Loan Enrollments: http://www.treasurer.ca.gov/cpcfa/calcap/sb/certification.pdf
- ✓ Privacy Notice: http://www.treasurer.ca.gov/cpcfa/calcap/forms/privacy.pdf



Any alteration of certifications need to be approved by CalCAP prior to use.

Copies of these documents need to be submitted with the loan enrollment package and the original set should be maintained with the borrower's loan file and made available to CalCAP for review upon request.

B.1. Instructions for Completing the CalCAP SB Loan Enrollment Application

This section provides instructions for lenders on how to complete the CalCAP SB Loan Enrollment Application, which is the primary form needed for lenders to enroll a loan with the CalCAP small business lending program.

A copy of the application can be found in Chapter VII of this manual. However, lenders should always check CalCAP's website for the most current version of the application:

http://www.treasurer.ca.gov/cpcfa/calcap/sb/enrollment.pdf

Form 1: CalCAP Small Business Lending Loan Enrollment Application

Lender Information S	Section		
CALIFORNIA CAPITAL California Pollution Contro CalCAP@treasurer ca.gov			915 Capitol Mall, Room 457 Sacramento, CA 55814 Fax (916) 589-2805
		CalCAP Use Only	CalCAP Loan # Date Received
CalCAP LOAN EN Lender Information Participating Lender Loan Officer Name Loan Officer Email	ROLLMENT APPLICATION	935	
Field:	Information Needed:		
■ Participating Lender	✓ Name of the financial institut	tion.	
■ Lender ID	✓ The financial institutions' assigned CalCAP Lender ID. This number was issued and provided on the signed copy of the lender's "Financial Institution Enrollment" agreement and "Welcome Letter" that accompanied it. (This number never changes.)		
■ Loan Officer Name	✓ Name of lender representati enrollment.	ve CalCAP can o	contact with questions about this
■ Loan Officer Email	✓ Email of Loan Officer named above.		
■ Phone	✓ Direct phone number with a	rea code for Loar	n Officer named above.
Borrower Information	n Section		
Borrower Information Name		DBA	
Address	City_	Cour	100
Type of Business/Activities		What year was t	he business incorporated or opened?
Type of Business/Activities What year was the business incorporated or opened? Annual Revenue Last 3 Years \$			
Number of Employees			
Is business located in a Severely Affected Community? □Yes □No			
Will loan monies be used at ab	oove address? Yes No If no, locati	on where loan will be u	used:
Address	City	County_	Zip
NAICS Code http://www.ce	nsus gov/eos/www/naics/	sus Trac:#	ww.ffiec.gov/Geocode/default.aspx
Purpose of Loan			
Is business minority owned?	☐Yes ☐No ☐ Decline to Ansver	Is business woman	owned? Yes No Decline to Answer
Is business veteran owned?	□Yes □No □ Decline to Ansver		

Field:	Information Needed:
■ Name	✓ Name of the primary borrower representing the business.
■ DBA	✓ Name of business (sole proprietor, partnership, corporation, etc.)
■ Address, City, County, Zip	✓ Address of the business.
■ Type of Business/Activities	 ✓ List the function of the business. "What does the business do?" (e.g. retail sales, carpet cleaning, burger restaurant, etc.)
	Refer to the FAQs in Chapter VI for business function examples.
What year was the business incorporated or opened?	✓ 4-digit year the business either opened, was incorporated, or was taken over by the new owner.
	If the business is a start-up, use current year.
■ Annual Revenues Last Fiscal Year \$	✓ List the borrower's annual business revenues for the last fiscal year—rounded to the nearest whole dollar amount.
	If the business is a start-up, use the current income or \$0.
 Average Annual Revenue Last 3 Years 	✓ List the borrower's combined average annual business revenue for the last three years—rounded to the nearest whole dollar amount.
	FIf the business is a start-up, use the current income or \$0.
■ Number of Employees	✓ Number of all full-time or part-time employees of the business. Must be a minimum of 1 and cannot exceed 500.
	Refer to the FAQs in Chapter VI for instructions on how to report the number of employees.
■ Number of Full Time Equivalents	✓ Number of full time equivalent (FTE) employees of the business—rounded to the nearest whole number. Must be a minimum of 1 and cannot exceed 500.
	Refer to the FAQs in Chapter VI for instructions on how to report the number of FTEs.
■ Jobs created	✓ Number of jobs created for the business as a result of the loan.
	If jobs are not created as a result of the loan, use "0".
Jobs retained	✓ Number of jobs retained for the business as a result of the loan.
	FIf jobs are not retained as a result of the loan, use "0".

- Is business located in a Severely Affected Community? □Yes □No
- ✓ Indicate whether the business is in a Severely Affected Community (SAC) as reported by data from:
 - Employment Development Department (EDD) for High Unemployment Areas:
 - http://www.labormarketinfo.edd.ca.gov/Content.asp?pageid=1003
 - Housing and Community Development for Enterprise Zones:
 http://www.hcd.ca.gov/fa/ez/enterprise/newmap.html
 - Follow the instructions below to determine whether the business is located in a SAC. If the business is located in a Severely Affected Community, submit print-outs of the EDD or Enterprise Zones information with the enrollment application.

High Unemployment Areas

Step 1: Go to the California Employment Development Website at:

http://www.labormarketinfo.edd.ca.gov/Content.asp?pageid=1003 and click on "California and Counties".



Step 2: Print the document and highlight the state-wide unemployment rate.

State of California April 19, 2013 March 2012 Benchmark

Employment Development Department Labor Market Information Division http://www.labormarketinfo.ed4.ca.gov (916) 232-2162

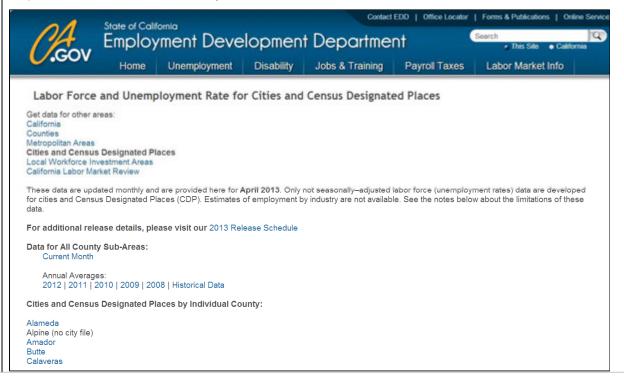
REPORT 400 C

Monthly Labor Force Data for Counties March 2013 - Preliminary Data Not Seasonally Adjusted

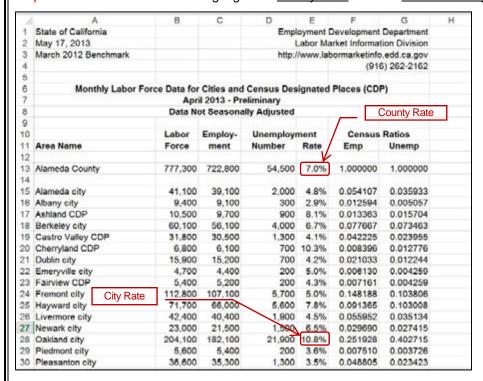
COUNTY	RANK BY RATE	LABOR FORCE	EMPLOYMENT	UNEMPLOYMENT	RATE
STATE TOTAL		18,557,700	16,817,200	1,740,500	9.4%
ALAMEDA	10	779,100	718,900	60,200	7.7%
ALPINE	19	560	510	50	9.0%



Step 4: Select the borrower's county.



Step 5: Print the document and highlight the county-wide and the borrower's city unemployment rate.



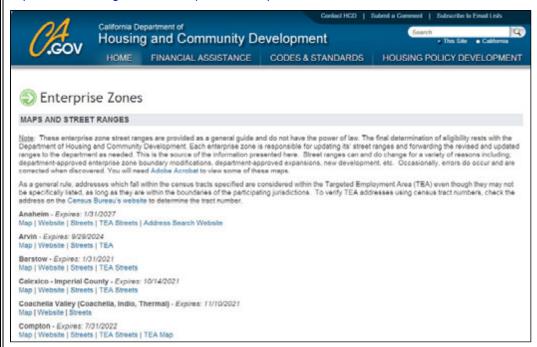
Step 6: If the borrower's county or city unemployment rate is 110% or more than the current California statewide unemployment rate as of the date of the loan, then the enrollment is located in a Severely Affected Community.

For example: If the current California unemployment rate is 9.4%, any business located in a city or county with an unemployment rate of 10.34% or higher is considered located in a Severely Affected Community (9.4 x 1.1 = 10.34).

Step 7: If the borrower is located in a Severely Affected Community, submit with the loan enrollment package print-outs of the web pages for the "Monthly Labor Force Data for Counties" (Step 2 above) and "Monthly Labor Force Data for Cities and Census Designated Places" (Step 5 above).

Enterprise Zones

Step 1: Go to the California Department of Housing and Community Development website at: http://www.hcd.ca.gov/fa/ez/enterprise/newmap.html

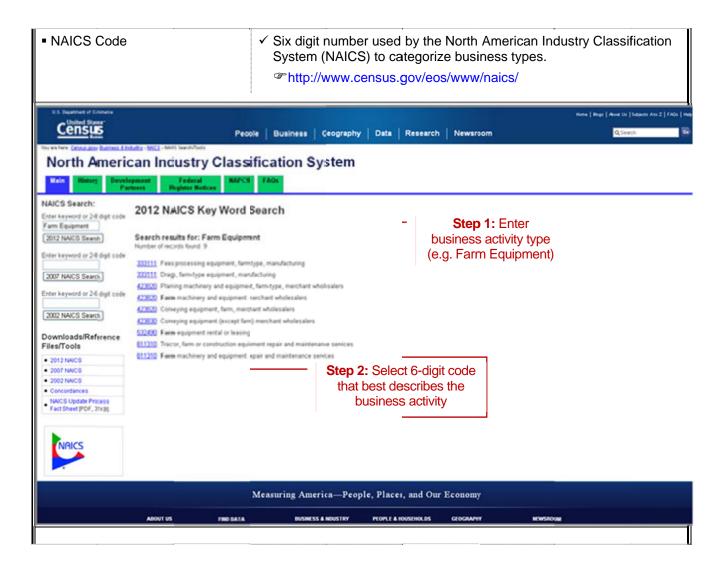


Step 2: Compare the borrower's address to the current listing of enterprise zones. If the borrower's address is located within one of the enterprise zones, the enrollment is located in a Severely Affected Community.

Step 3: If the borrower is located in a Severely Affected Community, submit with the loan enrollment package a print-out of the web page indicating enterprise zone street address range and highlight the city or county.

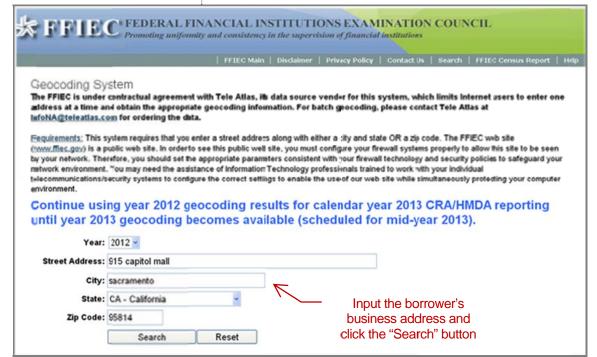
- Will loan monies be used at above address?

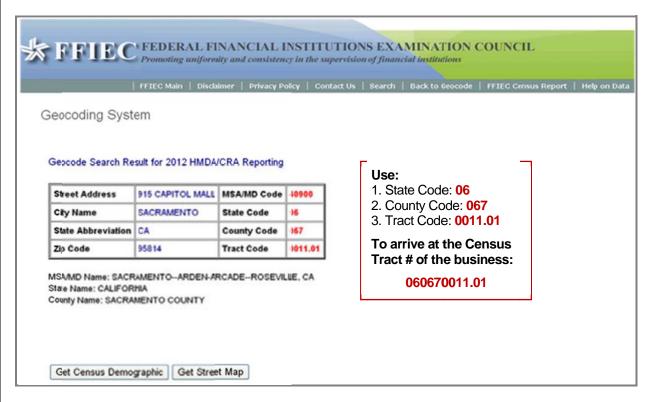
 □Yes □No
- If no, location where loan will be used: Address, City, County, Zip
- ✓ Indicate whether the proceeds of the loan are being used to support the business at a different business location than listed in the "Business Address" field above.
 - ✓ If answered "no", list the address of where the loan proceeds will be used.
 - If answered "yes", leave address, city, county, zip fields blank.



Census Tract

- √ 11-digit number used to identify the specific location of a business
 to provide more reporting consistency and uniformity.
 - *http://www.ffiec.gov/Geocode/default.aspx





■ Purpose of Loan	 ✓ Brief description of the use of loan proceeds (e.g. "working capital" or "purchase equipment"). 		
■ Is business minority owned? □Yes □No □Decline to Answer	✓ The business is minority owned if at least 51% of the business is owned by one or more minority individuals.		
■ Is business woman owned? □Yes □No □Decline to Answer	✓ The business is woman owned if at least 51% of the business is owned by one or more women.		
■ Is business veteran owned? □Yes □No □Decline to Answer	✓ The business is veteran owned if at least 51% of the business is owned by one or more veterans.		
Loan Information Section			
What percent of loan is enrolled in other processes to the processes of th	Int guarantee program?		
Field:	Information Needed:		
■ Is this loan enrolled in any other government guarantee program? □Yes □No	✓ You may not "double enroll" a loan that is already covered by another government program, but you may enroll the unguaranteed portions, except the unenrolled portion of an SBA loan when using federal funds.		
■ If "Yes", name the program:	✓ Provide the name of the other program the loan is enrolled in.		
• What percent of loan is enrolled in other program?	For example, if \$75,000 of a \$100,000 is enrolled in the other program and \$25,000 is enrolled with CalCAP, then the percent enrolled in other program equals 75%.		
What percentage of loan is being enrolled in CalCAP?	✓ Following the previous example, the percentage enrolled in CalCAP equals 25%.		
	Flf no amount is enrolled in another program, use 100%.		
■ Lender Loan Number	✓ List the unique loan number associated with the borrower's loan.		
	FIf the enrollment is a pre-qualification request, leave field blank.		
■ Type of Loan: □Line of Credit □Term Loan	✓ Field defaults to "Line of Credit". Change if necessary and check one box only.		
■ Total Loan Amount	✓ The total amount loaned to the borrower associated with the unique loan number (regardless of amount enrolled in CalCAP).		
■ Loan Amount Enrolled in	✓ The portion of the loan the lender requests to enroll with CalCAP. This		

CalCAP \$	amount should be equal to or less than the amount in the "Total Loan Amount" field.
	Use this amount to calculate applicable lender and borrower premiums.
■ Date of First Disbursement	✓ Date of loan (if term loan) or date of first disbursement (if line of credit).
(Date of Loan)	This date triggers the clock for the 15-day deadline to submit an enrollment application to CalCAP.
	If the enrollment is a pre-qualification request, leave this field blank.
Maturity Date	✓ The date (MM/DD/YYYY) the enrolled loan matures. CalCAP will insure enrollment for a maximum of 10 years, regardless of maturity date.
	If the enrollment is a pre-qualification request, leave this field blank.
■ Interest Rate	✓ Annual Percentage Rate (APR) for the enrolled loan.
■ □Fixed □Variable	✓ Indicate whether interest rate remains the same (fixed) or changes (variable) over the life of the loan.
	If answered "variable", provide the starting rate and the index the variable rate is tied to.
■ Is the loan secured? □Yes □No	✓ If collateral is used to secure the loan, answer "yes"—otherwise, answer "no".
■ Is this loan a refinancing of a prior CalCAP Loan? □Yes □No	✓ Answer "yes" if this loan represents a refinance of an existing CalCAP enrolled loan—otherwise, answer "no".
■ If Yes, provide the CalCAP Loan #	✓ If answered "yes", list the unique CalCAP Loan Number previously assigned to this loan by CalCAP.
 Remaining balance on loan being refinanced 	✓ Provide the residual balance on the old loan prior to the refinance.
Amount of increase requested	✓ List the portion of the loan that is being advanced above the amount already indicated in the "remaining balance" field.
	The "amount of increase" serves as the basis for calculating the new borrower and lender premiums.
■ Borrower Premium	✓ Provide the dollar amount and percentage based on the enrolled amount or increase of the loan.
	Percentage rate must be between 1% and 3.5%.
■ Lender Premium	✓ Lender and borrower premiums must be equal. Submit the "Borrower's Agreement to Pay Lender Fee" if borrower pays lender fee.
	* http://www.treasurer.ca.gov/cpcfa/calcap/sb/fees.pdf
■ Is an Independent Contributor being used to pay the premiums? □Yes	✓ An independent contributor can pay all or a portion of the borrower, lender, and CalCAP premiums, or any combination thereof, depending on the program.
□No ■ If yes, Name of Contributor	✓ If answered "yes", provide the name of the independent contributor program (CalRecycle).
Program	CalCAP will calculate the dollar amount and percentage to be
	contributed.

Signature and Certification Sec	tion				
CALIFORNIA CAPITAL ACCESS PROGR. California Pollution Control Financing Author CalCAP@treasurer.ca.gov					
Bocrower Name	Lender Loan Number				
By earolling this loan the Participating Fins * all capitalized terms are defined in 4 CCR 58	medal Institution certifies, based in part on information provided by the Borrower (<u>please initial each item</u>): 1070 of the California Code of Regulations.				
The loan is a Qualified Loan as defined in 4 C	CR §8070(s) of the California Code of Regulations.				
The business receiving the Qualified Loan is a	Qualified Business, is defined in 4 CCR §8070(r) or 4 CCR §8078.2(c) of the California Code of Regulations.				
The Qualified Loan is for a business activity the	at has its Primary Economic Effect in California as defined in 4 CCR §8070(o) of the CPCFA Regulations.				
	The Participating Financial Institution will provide information from financial records of the Borrower upon request of the Executive Director of the CPCFA, and the Participating Financial Institution has obtained the consent of the Borrower to such disclosure.				
The Participating Financial Institution has obta the Fees or the Matching Contribution.	The Participating Financial Institution has obtained a written representation from the Borrower that the Borrower has no legal, beneficial or equitable, interest in the Fees or the Matching Contribution.				
The enrolled amount of the loan does not exce	The enrolled amount of the loan does not exceed \$2,500,000.				
The Participating Financial Institution has note by the Borrower.	fied the Borrower if 'he Participating Financial Institution's share of the Fees for the Qualified Loan has been paid				
The Participating Financial Institution has obta permits needed to conduct its business.	ined a written representation from the Borrower that it has secured or made application for all applicable licenses or				
The Participating Financial Institution has not, and will not, enroll the same loan or portion thereof in any other government program substantially similar to the Program.					
The Borrower has received the CPCFA/CalCA	P Privacy Notice.				
Field:	Information Needed:				
Borrower Name	✓ Name of borrower.				
	Field will auto-fill if form is completed electronically.				
■ Lender Loan Number	✓ List the unique loan number associated with the borrower's loan.				
	FIf the enrollment is a pre-qualification request, leave field blank.				
	Field will auto-fill if form is completed electronically.				
■ 10 Spaces for Initials	✓ Lender to initial all 10 assurances.				

Signature and Certification Section (continued)				
For participation in the Federal fund, the Participa of the California Code of Regulations:	ating Financial Institution must obtain the following assurances from the	ie Borrower per 4 CCR §8078.2		
The loan is used for a business purpose allowed by the	e U.S. Treasury.			
The loan will not be used for purposes prohibited by t	The loan will not be used for purposes prohibited by the U.S. Treasury.			
The loan will not be used to finance ineligible busines	ses prohibited by the U.S. Treasury.			
For participation in the Federal fund, the Lender h	nereby certifies to the State the following:			
The loan has not been made in order to place under the the berrower to the lender x to an affiliate of the lender	protection of he state program prior debt that is not covered under the state pro-	rogram and that is or was owed by		
The loan is not a refinancing of a loan previously made	to that borrower by the lender or an affiliate of the lender.			
The lender is not attempting to enroll the unguasanteed	portions of SBA-guaranteed loans.			
have not been convicted of a sex offense against a min 16911)). For the purposes of this Certification, Princip each partner who is a natural person and holds a 20% of development company, each director, each of the five indirect holder of 20% or more of the ownership stock	as Jobs Act of 2010, the private entity hereby certifies to the State that the Proof (as such terms are defined in section 111 of the Sex Offender Registration all means the following: if a sole proprietorship, the proorietor; if a partnership or more ownership interest in the partnership; and if a corporation, limited limost highly compensated executives or officers of the entity, and each natur or stock equivalent of the entity. that its lending activities are subject to safety and soundness standards as se	a and Notification Act (42 U.S.C. ip, each managing purtner and ability company, association or a all person who is a direct or		
Authorized Lender Signature	Title	Date		
Field:	Information Needed:			
■ 7 Spaces for Initials	✓ Lender to initial all 7 assurances.			
	To not initial if loan does not qualify for Federal funds.			
Authorized Lender Signature	✓ To be signed by the Lender designated authorized signer.			
■ Title	✓ Title of the Lender designated authorized signer.			
Date ✓ Date the enrollment was signed.				

B.2. Summary CalCAP Loan Enrollment Flow

